HELP WANTED ADVERTISEMENTS

HELP WANTED-Male.

BOYS. A REAL OPPORTUNITY

in the commercial, engineering and sales departments of this company is open to the young man, 16-18 years of age, with high school training, who is interested in a CAREER, not merely a JOB. Apply 9 A. M. to 4 P. M.

Western Electric Co., Inc., EMPLOYMENT DEPARTMENT. 67 Bethune St., near West st., 6 blocks south of 14th at.

BOY WANTED,

about 16 years of age, in a wholesale dry goods commission house; good opportunity. Write at once to Mr. D., P. O. box 154, New York Boy for office of large im-

porting house; good opportunity; state age and salary wanted. Reply P. O. Box 33, Madison Square Station.

LARGE CORFORATION OFFERS BRIGHT CHRISTIAN BOY, 18 YEARS OF AGE, AN EXCELLENT OPPORTUNITY. ADDRESS "H." BOX SO GRAND CENTRAL POST OFFICE, N. Y. CITY&

BOY-Wanted in office of, large American Fire Insurance Company; youth of good education and good handwriting; sainry to start \$50 per month. Write R. I. Post Office Box 1104.

BOY wanted: of good family, ambitious, courteous, intelligent; in office of silk manufacturers to learn business. Address in own writing, giving details of salary, age, &c. V. & B., \$87 4th av.

BOYS—Age 12-16, work after school and Satursays, \$4-88 weekly; rapid advancement. Call 9 A. M.-5 P. M., or write Mr. Gilbert, 3d floor, 114 W. 41st.

BOY, 16 or 17, talented in drawing, to learn sevelry designing. Apply G. Pohil, 15 W. 150 of fice for Christian first stars.

HOY for office for Christian firm; state education and experience. S 2164 Herald, Herald sq. HOY-Wanted, a bright boy to sell Christmas greenery. Write Mrs. E. F. Decker, Guif

greenery. Write Mrs. Burnit. N. Y. Summit. N. Y. Boy wanted, neat, bright, Gentile, in office of large dry goods house. State age, &c. of large dry goods noise. Station. C. E., P. O. Box 307, Madison Sq. Station. C. E., P. O. Box 307, want general office work.

BOY wanted, neat, bright, Gentue, as e.e. of large dry goods house. Static asc., &c. C. E., P. O. Box 307, Madison Sc. Static normal deak and general office work. Apply by letter, giving age and references. MeD. Box 907, City Hall Station.

BOYS to learn carpet and wall paper designing; good opportunity; bring drawings. Pauser, 373 4th av.

BOY wanted, Christian, for all around work, dental supply business; speedy advancement. Apply 30 Union sc., Room 1518.

BOYS—Two, bright, for laboratory work. Apply in writing. H. B., 117 Hudson st.

BOYS—Two, bright, for laboratory work. Apply in writing. H. B., 117 Hudson st.

BOY. Intelligent; light work; good opportunity. A. Smith, 25 West 36th.

BUYLER wanted, singe handed, for country and New York; must understand his work and have personal references. Write Mrs. S., Shipton Court, Lenox, Mass.

BUTLER-VALET. Scotch or English; in small gambly; can live in or out. E. H., 110 Herald, Herald sq.

CANVASSERS to sell well advertised office specialty; big profits. Call Monday afternoon, Room 605, 16 Hudson st.

CANVASSERS to sell Regers silverware for instalment house; good commissions. Call Monday morning, Room 510, 342 Madison av.

CHAUFFEURS for 5 ton White trucks; must be over 30 years of age, married and have at least 5 years of age, married and have at least 5 years of age, married and have at least 5 years of age, married and lay after avs., Long Island Gity. Ask for Mr. Hughns.

CHAUFFEUR MECHANIC, white man, experienced; wife chambermaid and mending; for country. Apply between 10 and 1. Menday, Maison Bertha. 10 West 58th st.

CHAUFFEUR, first class, experience, 50 west 54th st.

CHAUFFEUR, first class, experience, 13 west 540; reliable. Chauffeurs Agency, 63 west 53th.

clean cut; long references necessary; Cadillac; \$40; rellable. Chauffeurs' Agency, 63 West 51st.

CHAUFFEUR, first class, experienced, to drive machine for wholesale produce house and help in store. L 509 Herald, 280 Bway.

CLERK, shipping and packing, for high class tollet goods firm; those experienced in packins, tothet scools preferred. The control of the class tollet goods firm; those experienced in packins, tothet scools preferred. The class of the cl

College Boys, Attention! Desiring pleasant employment 6 P. M. to 12 P. M. light factory work. Call this afternoon, 2638 Park av., corner 130th st. COOK'S helper and housenan for a private house; sleep out: personal references required. S 2183 Herald, Herald sq. COOK, assistant, pay \$95 a month, room, board and laundry. Apply U. S. Marine Hospital, Stapleton, Staten Island.

COUNTRY newspaper man, woman, fully Apply Monday empson, 136 Liberty st.

COUPLE-in country suburb (Mountain Lakes, N. J.) in small, plain family; knowledge of driving car desired, but not essential; good home for competent and faithful couple who furnish satisfactory rerences; \$125 monthly. Telephone Martin Miller, Canal 0417, before 1 P. M. Monday for appointment.

COUPLE—Cook and useful butler, white, who can drive car; entire work for small family in country; references required. Telephone Mr. Thatcher, John 5771, Monday 10 to 12 for appointment or write P. O. Box 96, Syosset, L. 1.

dren. Call Monoay
E. 82d.
COUPLE, butler-cook, small family, sub-urbs; take full charge; \$150.
LAZARE AGENCY,
143 East 72d st., corner Lexington av.

143 East 72d st., corner Lexington av.

COUPLE wanted, will give very fine basement apartment to white couple (man in
business) in exchange for care of furnace
and laundry work; best references. M 2228

Herald, Herald sq.

COUPLE BUTLER-COOK
or two girls, family of three adults.

Miss Hofmayer's Agency,
10 East 43d st.

3d floor.

COUPLE, white, experienced; chauffeur, butler or houseman; woman, experienced cook and houseworker; no laundry. Write, elephene or cail, Seld, Stonelea Park, New Rochelle. Phone New Rochelle 4448.

COUPLE-Butler able to drive automobile; wife cook and housework; small family Mt. Vernon, Interview Monday, II to 1, room 463, 171 Madison av. (53d st.).

COUPLE—Cook, some housework; useful chauffeur; must be good driver; steady positions. Call Buttles, Hotel Savoy, Mon-day, 12 to 1, or phone 405 Great Neck to-day. COUPLE, man butler, wife excellent cook take entire charge small family. Call until 2 P. M. Plaza 8644. 404 E. 64th.

Duckran.

COUPLE, butler-coek, small family, city apartment; Hungarian preferded.

LAZARE AGENCY 143 East 72d st., corner Lexington av.

COUPLE—Man chauffeur-mechanic, wife chambermald and mending, for country Apply between 10 and 1 Monday, Maison Bertha, 10 West 58th st.

COUPLE, white; man, butler and houseman; wife, cook and general work, no laundry; factor's house, 3 in family; reference. Tel. Prospect 3. couple—Man chauffeur, useful; wife ger eral housework; small family, good hom

eral housework; small family, good home, near city. Call Sunday or Monday before 2. Lindeman, 57 West 75th st. COUPLE—Cook, chambermaid, waitress, houseman; experienced. Wettler's Agency, 20 W. 43d st. COUPLE, cook, butler, small family, \$175. Colonial Agency, 18 West 49d st. Call 9:30

COUPLE, useful butler, cook; Peekskill;

COUPLE-Good cook; useful butler; \$150 up. Wettler's Agency, 20 W. 48d.
COUPLE-Cook, useful butler-chauffeur; city, country, Wettler's Agency, 20 W. 45d. SOUPLE, city apartment; any nationality \$160. Anderson Agency, 854 Lexington av COUPLES as butter and evont, must have reference. Apply Beir, 2178 B way.

DESIGNER of shirtings, well experienced.
Call Manhattan Shirt Company, 244 Madison to., New York city.

HELP WANTED-Male.

DIE SINKER, understands heraldry; steady position pay. Dreka, 1121 Chestnut st., Phila DRAFTSMEN, out of town work; none but thoroughly experienced structural and mechanical on industrial work need apply. Dwight P. Robinson & Co., Inc., 125 East 40th st.

DRUG clerk, registered New Jersey: references required. L. Rockefeller Co., 27 Palisade av., Englewood, N. J.

Engineers and Draftsmen

We have positions in our Central Office Engineering Division for men with college training in en-gineering or the physical sciences. Practical telephone experience may take the place of college training.

We can also place draftsmen who have had technical high school train-ing and from two to four years drafting experience, preferably in the power or telephone fields.

Our work requires men who are capable of development and who seek permanence.

In these positions you would be located at our Hawthorne works in a suburb of Chicago. For further infor-mation call and see

MR. W. C. BOWEN, Employment Division, Western Electric Co., Inc., 151 Fifth Avenue, New York, N. Y.

Electric linemen for pole line construction work; \$6 per day. Apply City of Long Beach, Power Dept., Long Beach, L. I.

TECHNICAL STUDENTS,

who are interested in training for AU-TOMATIC TELEPHONE CIRCUIT TESTING: college, high school or technical training preferred, but practi-cal electrical experience may qualify.

Western Electric Co., Inc., Installation Branch, 151 5th av., New York.

ENGRAVER of dies and hubs for rings and medals with American plant; steady position for right party. Address Die Cutter, P. O. Box 453, City Hall Station, New York. ESTIMATOR, heating, all branches, capable making layouts. Don't reply unless experi-enced. State age, salary, experience. Good opportunity. Replies confiden-tial. S 2197 Heyald, Herald sq.

DRAFTSMEN.

Designers and layout men on electrical switchboards, automatic power controls, fire alarms, radio and telephons circuits are offered an opportunity in our TELEPHONE CURCUIT ANALYSIS DIVISION.

Western Electric Co., Inc., Installation Branch, 151 5th av., New York.

Gardener and farmer, married, without family; must be thorough in his understanding and care of a first class place; fruits, vegetables, flowers and crops; wife must board three in help; inclose copies of references and state wages expected. Address P. wages expected. Address P. O. box 892, Greenwich, Conn.

FARM HANDS WANTED, TWO: COME EARLY AND SEE MR. BUTLER, 434 5TH ST. BROOKLYN, NEAR 7TH AV. CALL ALL DAY SUNDAY.

FLOOR MANAGERS.

B. ALTMAN & COMPANY, FIFTH AV. & 34TH STREET, OFFER PERMANENT POSITIONS AS FLOOR MANAGERS

TO YOUNG MEN OF GOOD APPEARANCE WHO ARE QUALIFIED THROUGH PREVIOUS EXPERIENCE.

EXCELLENT OPPORTUNITY OFFERED THOSE WHO QUALIFY. APPLY AT 35TH STREET, EMPLOYEES ENTRANCE, OR BY LETTER ADDRESSED TO PERSONNEL BUREAU.

FORMER MERCHANTS

NOTE THIS.

A large corporation has been very successful in utilizing the services of merchants who have retired from business either by choice or force of circumstances (one of these men, age 58, is now earning upwards of \$10,000 a year).

This is not a proposition for a "has been" but for men of energy, with successful careers, who desire to utilize their experience and talents to the best possible advantage and yet have measureable control of their time. Inquire of J. H. HUNTINGTON, JR., Room 605, 118 West 44th street, any day before 1 o'clock.

FURNITURE BUYER.

ABRAHAM & STRAUS, INC., FULTON ST., BROOKLYN, N. Y.,

require a buyer for their Furniture Dept.; one who will bring with him youth, enthusiasm and a thorough knowledge of his line; references, too, must be of the best. Applications for interview should be addressed "Confiden-

FURNITURE FINISHERS,

Thoroughly Experienced

and Competent;

Steady Employment.

APPLY MR. METCALFE, 150 E. 25TH ST.

HELP WANTED-Male.

FUR CLEANERS, EXPERIENCED.

Apply at the Employment Office, ABRAHAM & STRAUS, INC.,

GARDENER—Working, married, no children; must be experienced in greenhous and all outside branches; cottage (4 rooms and bath, unfurnished); light and coal provided; state salary and experience. Permanent, 2141 Herald, Herald Square.

GARDENER wanted, single man, with therough knowledge of greenhouses and kitches garden; \$70 per month and board. D. R., 800 Herald, 280 Broadway.

FULTON ST., BROOKLYN.

HIGH SCHOOL GRADUATES

wanted by large whole-sale stationery concern; no experience necessary; capable, ambitious boy, willing to start at the bottom, may be reason-ably sure of rapid ad-vancement; state quali-fications in detail.

WRITE BOX 788. 2501 World Tower Bldg.

IF you have \$200, good references, will start you in new business; no competition; should not \$100 salary weekly. International Ma-chine Company, Baltimore, Md.

INSPECTORS.

the ever increasing activities of the AUTOMATIC TELE-PHONE, which has revolution-ized the telephone system,

Men with electro-mechanical experience, supplemented by theoretical training will be interested in the vacancies we now have in our Inspection Department; in addition we can also place men who have had college or technical educations.

This permanent and unlimited field offers opportunities to men who are capable of development. Call

Western Electric Co., Inc., Installation Branch, 151 5th Av., New York.

JAPANESE, inexperienced, for housework is country. Tel. 3513 Record.

LARGE, wholesale corporation has several splendid openings in its MERCHAN-DISE ORGANIZATION for clean cut, energetic young men with some college education. We prefer men who have had previous experience in any of the following lines:

s: Men's and Boys' Clothing, Hosiery, Underwear, Men's Wear, Gloyas,

Gloves,
Piece Goods,
Piece Goods,
Piece Goods,
Piece Goods,
Only men of the highest calibre need
apply. It is our plan to train and fit
these men to fill positions of DEPARTMENT MANAGERS. In reply state age,
past experience, salary expected and
whether or not you are now employed,
P 671 Herald, 280 Broadway.

MAN, position of trust in old established company; prospects of advancement for ambitious man of good appearance; age 25 to 65; ability to meet and talk with men essential. Address Box 485, Madison Square P. O. MAN and wife in country club to take care of house; man capable of running and managing small sized restaurant. Write Y 2047 Herald, 280 Broadway.

MEN WANTED.

AN ESTABLISHED FINANCIAL INSTITUTION DESIRES THE SERVICES OF 5 HIGH GRADE MEN WHO GAN INTELLIGENTLY PRESENT ITS PLAN TO PROSPECTS, WITH WHOM APPOINTMENTS HAVE BEEN ARRANGED AND WHO KNOW THE OBJECT OF YOUR CALL. NO STOCK OR INSURANCE. A REAL CHANCE FOR REAL MONEY FOR THOSE WHO DESIRE A PERMANENT CONNECTION. PHONE FOR AND WHO DESIRE A PERMANENT CONNECTION. PHONE FOR APPOINTMENT OR CALL PERSONALLY, SUITE 1601, 25 WEST 43D ST., VANDERBILT 7550, AND ASK FOR MR. ALLEN.

MEN-SINGLE, INSPECTORS,

19 to 25 Years of Age. to work on the inspection of machine switching apparatus as well as manual equipment which is now being in-stalled in telephone exhanges.

Two year high school men or the equivalent in training or experience, together with the right kind of personality are the only requirements. Call after 3 A. M.

Western Electric Co., Inc., Installation Branch 151 5th Av., New York.

MEN OVER 25, intelligent, neat appearance and with good family connections, who want to learn the banking business, cap find employment here with liberal compensation. Apply TO-DAY after 10 A. M., to Manager. to Manager.
ROOM 800, 2 RECTOR ST.

MEN.
Two neat appearing men, with good references, for special work: good pay from start; chance for advancement if the man can prove himself. Box W 1630 Heraid, Billyn.
MEN, we have a brand new selling plan mensely any Christian man or woman can easily make from \$50 to \$100 a week. See Mr. Moon 607, 18 Nassau st.
MEN, we have a brand new selling plan mensely any Christian man or woman can easily make from \$50 to \$100 a week. See Mr. Moon 607, 18 Nassau st.
MEN, between ages of 21-3h, to give blood; \$53. Report to First Surgical Division Believus Hospital, foot of East 2dth st., Friday or Tuesday evenings from 7-8-30 P. M. MEN between ages of 21-3h, to give blood; \$53. Report to First Surgical Division Believus Hospital, foot of East 2dth st., Friday or Tuesday evenings from 7-8-30 P. M. MEN wanted to sell pure silk hoslery in the Bronx and among employees. B 1541 Heraid. Bronx and among employees. Bronx and among em MEN.

HELP WANTED-Male.

MEN WANTED!

You know that many of America's biggest business men owe their success in a large measure to the fact that they were fortunate in being connected-frequently in a humble way-with businesses that were destined to become great national organizations.

Here is an opportunity to become connected with the PIGGLY WIGGLY Chain Grocery System, the third largest in the world in point of volume of sales.

The PIGGLY WIGGLY system of mer-chandising, nationally known, has been adopted by the American people every place it has operated. Its commercial and financial record has been one of the most conspicuous successes of our time. Less than six years old, the PIGGLY WIGGLY system has now over 1,000 stores in operation all over the United States and Canada.

James W. Ellott's Business Builders, Inc., owns and operates the MANHATTAN PIGGLY WIGGLY CORPORATION. It is raising the capital for the operation of over 200 stores in Manhattan, Bronx, Brookiyn, Queens and Richmond: Nassau, Suffolk and Westchester counties: Long Island and suburban New York; the State of New Jersey, north of Tranton; Western New York State, and in Maine, New Hampshire, Vermont, Massachusetts, Connecticut and the State of Connecticut.

The Business Builders is now operating PIGGLY WIGGLY stores in the Metropolitan and suburban districts at the following addresses:

2840 Broadway, at 110th St., N. Y. C. Huguenot and Division Sts., New Ro-Huguenet and Division Sts., New Rochelle.

27 South Division St., Peekskill.

24 Greenwich Ac., N. Y. C.
Corner 49th St. and Ninth Av., N. Y. C.
7801 Fifth Av., Brocklyn.

164 So. Fourth Av., Mount Vernon.
Corner 8th St. and First Av., N. Y. C.
169th St. and St. Nicholas Av., N. Y. C.
254 West 207th St., N. Y. C.

4256 Broadway, N. Y. C.
4256 Broadway, N. Y. C.
4256 Broadway, N. Y. C.
426 East Sd St., Mount Vernon.

369 South Broadway, Yonkers.

salesmen are GLY WIGGLY Theodore H. and Finance, of August 19, Why Chain Investors,"

"PIGGLY WIGGLY is an interesting example of what the Chain Store System can do in the way of achieving manuscess. In September, 191 fi PIGGLY WIGGLY store was arrived in Memphis. Now—only there are over 1,000 store nual business of \$60,000.

Manhattan PIGGLY Wittes are in the form of Interest Interim Certificates, paying 8% per num. payable quarterly—July, October, January and April.

Business Builders salesmen are finding interesting and tremendously profitable work in establishing a clientel in the marketing of these Certificates, which pay our clients 8% per annum. If you wish to continue in the finan-cial business the Business Builders offers you the opportunity for the Business Builders Branch Office Managerahips in practically every city of the United States.

If you do not wish to continue in the financial business, the Business Builders offers you the opportunity for positions with the MANHATTAN PIGGLY WIGGLY CORPORATION, including many fields of business activities.

MANAGERS, STORE SUPERINTENDENTS, REAL ESTATE OPERATORS, WARRHOUSE DIRECTORS, ACCOUNTANTS, TRIFFIC MANAGERS, PURCHASING AGENTS, DISTRICT STORE MANAGERS, EFFICIENCY ENGINEERS, SALES MANAGERS, DISTRICT SALES MANAGERS, DISTRICT SALES MANAGERS.

Many of the above positions in the MANHATTAN PIGGLY WIGGLY COR-PORATION have been filled from the Business Builders sales force during the last few months and hundreds more are to follow.

The Business Builders sales force is not made up of professional security salesmen; nevertheless, there are many such in our seiling force. The great bulk of our business is done by men with no previous experience in sales-manship. These men have come to us from almost every kind of business, and have prepared themselves under our direction for executive merchandising positions, carning, in the meantime, substantial incomes.

SALESMEN RESIDING IN NEW JER-SEY can report to our Newark office, 801 Wiss Building, 671 Broad Street, at 10 A. M. cr 8 P. M.

FOREIGNERS with ambition, and who can understand the English language, will also find real opportunities for advancement in our Foreign Department.

Report between 10 A. M. and 2 P. M.,

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC. Financing, Manning and Operating
THE MANHATTAN PIGGLY WIGGLY
CORPORATION.
Entire 12th Floor.
Knickerbocker Building,
42nd Street and Broadway.

NEAT, clean cut man for ticket taker; must be able to smile; references required. Apply 12 to 4 Sunday, Gem Theater, 564 West 18lat at.

For the man who will apply himself seriously, intelligently, we have an opening that afters unlimited possibilities in earning capacity as well as a possition of permanency, with a firm of dignity.

We want a man of character and good address; these are the only requirements. We will give you all the necessary training if you want to make a berth for yourself that will insure a worth while future. Then call betveen 10 and 12, 2 and 4. Room 720 betveen 10 and 12, 2 and 4. Room 720 strauss Bldg, 9 E. 46th st.

Strauss Bldg, 9 E. 46th st.

SALESMEN-Territory open in Westchester, Long Island, New York and New Jersey, for men to sell California Zinfandel and Muscatel grape jutoe in bulk; excellent side line for hustlers. F 2151 Herald, Herald sq. SALESMAN for high class investment proposition; must be conservative and a hustler; excellent opportunity for the man who can qualify; no stock selling scheme. Apply Mr. Nilsson, room 1322, 25 Brond st., New York.

SALESMEN and canvassers: leads furnished; excellent opportunity to the right men. STUDEBAKER SALES, Grand and

HELP WANTED-Male.

SALESMEN.

What do YOU think you're worth? You probably KNOW better than any one else. Nevertheless, I think you are worth MORE

Most rich men are soon forgotten, nothing special about them; they got rich—that's ail. YOU could, too, no doubt, if you wanted to—hard enough. Trouble is, you haven't found yourself yet. Walk with me and I will help you. Don's go groping, stumbling, captive to convention. Shake yourself free of old delusions. Let me show you a better way—I have done it for others not so good as you.

Could you sell securities on commission? Most emphatically NO!
And would you, if you could? Again No, Sirree! Very good! But that's exactly what a small salaried clerk said to me three weeks ago. I'd just like to have you see the record for has piled up—the money he has made—since I began proving to him that I knew more about what he was worth than HE did. His family notice the difference, I assure you. And how he has changed his appearance, everything about him—since he became a conqueror, not a captive.

If YO!! are not doing as well as you!

conqueror, not a captive,

If YOU are not doing as well as you'd
like to, why don't you come in and talk
with me to-morrow promptly at eleven
or promptly at 37 Better eleven, if
possible, but PROMPTLY on the hour. I
think you'll look back on it as your "Red
Letter Day." Just ask for me, personally, MR. WOOLLEY, Room 1507, 165
Breadway.

SALESMEN.

WHAT ARE YOU GOING TO DO TO-MORROW? CAN YOU FIND TIME TO PHONE FOR A FORTUNE!

Some can't, you know. Think how frequently we all say "Too much trouble." But if you've ever sold securities, you know THE DIFFICULITIES. And if I can smooth a way all those difficulties—replace servility with dignity, ignorance with knowledge, diffidence with confidence and poverty with affluence; in other words, if I can make BIC money for you EASILY, it's worth the nickel, ian't it?

ian't it?

If our proposition fascinates you (and it will), if you like the way we're all working together (and you will), if you are interested in getting a weekly commission check in hig figures (and I know you are) you'll give me that ring on the phone early to-morrow morning. I'll wait and listen for you. Just say "Cortlandt 1344. MR. EDMONDS."

SALESMEN. A. I. NAMM & SON, FULTON ST., B'KLYN,

have openings for experienced, high grade salesmen IN THE RUG DEPT. Apply Employment Office, 6th floor,

SALESMEN. CARPETS, LINOLEUMS.

GIMBEL BROTHERS, require the services of 6 thoroughly experienced salesmen for their carpet, rug and linoleum departments.

SALESMEN.

Sell Coal. THE COAL SHORTAGE THIS COM-ING WINTER MEANS A BIG OP-PORTUNITY FOR LIVE WIRES TO EARN BIG MONEY SELLING IM-PORTED SMOKELESS COAL. CALL MORNINGS,

Salesmen, with following among electrical and hardvare trade, to carry as side line, on commission basis, our double action electric heater and bread toaster; exclusive territories open; only experienced and responsible

NEAT, clean cut man for licket taker; must be able to smile; references required. Apply 12 to 4 Sunday, Gem Theater, 544 West 181st st.

PHOTOGRAPHER.—Two solicitors wanted for a woll known studie in Brooklyn. Write 7 2058 Herald, 280 B'way.

PHOTOGRAPHE printer: steady position and good future for skilled man. Apply Otto Sarony Co., 1177 Broadway.

REAL estate brokers with experience, familiar with sections either between Chambers and 14th, or 14th and 42d sts; good leads furnished; liberal commission basis; state age, experience, references, &c. A. K., 2191 Herald, Herald Square.

REAL ESTATE SALESMEN, city and suburban; liberal commission basis to men of good record; piano, insurance, book men considered. Terminal Reality, 41 East 42d st.

SALESMEN—Fine openings for good men; several executive positions paying salary and ginger to connect with live going organization; only live wires need apply for clean outdoor work; plenty of leads and full cooperation furnished; commission basis, and arting with the here. Stroh Aluminum Co., Suite 1204, 286 Madison av.

Men who enjoy making quick money, having selling ability, can find exceptional opportunity with us on unusual prope-sition. Call after 10 A. M. Suite 723, 52 Broadway.

SALESMAN—Acquainted with real stones of the south Brooklyn, N. V.

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HELP WANTED-Male.

BEHIND THIS ADVERTISEMENT

stands a big, young corporation, which has never knowingly offered a man a hope that did not exist—which has delivered a chance to earn the future he desired to every man who dared to act on the information thus presented to him—the company, which has now as the leaders in its work only men who wanted to be somebody—who first trusted our statements at true, then hacked up their faith by a vesseligation and experience, and toward the positions they believed they could fill it given the opportunity on their merits.

Let us have no misunderstanding, even at the start. We have the kind of position you think you want. These positions are waiting to be filled. We want men who can fill them. The man who seems potentially able to fill them has the chance, the help and the means to prove his claims, and to carn himself an excellent income while deing it. And nobody needs to be displaced above him to give him his chance, either.

You are sceptical that we mean just that, and neither more nor less. The executive preparing this advertisement was sceptical, too, less than a year ago. But he answered the advertisement to find out.

When E. A. L. accepted an execu-tive position as Asst. Sales Man-ager within cleven weeks of join-ing the forces as Salesman he did so as a natural consequence of having become more valuable to himself than ever before. W. L. H. was promoted to Asst. Sales Manager of one of our sub-sidiary companies after two months as Salesman. Now he is General Sales Manager of one of our sub-

E. J. D. started as Salesman De-cember 23. He was an athletic in-structor and football coach. As salesman he carned better than \$100 per week, and is now the Gen-eral Sales Manager of a subsid-iary company.

R. P. C. had never sold anything before starting as Salesman in January, 1921. He has been pro-moted three times and is now Di-rector of Sales in charge of our entire organization. His earnings average more than a thousand a month.

If C. C. can join us on August 1 and earn himself \$855 by Septem-ber I, and others in recent weeks have duplicated or exceeded his earnings, you can believe the op-portunity exists for you if you will lay hold of it.

We do not want to overestimate this opportunity. We cannot make successes out of impossible material, But we can and do largely accept a man's belief in himself, and we offer him that rare thing—the chance to earn what he is worth at once and to go on to his ambition without barriers to his own capacity.

Many a real salesman does not know he can sell. But any Business Man knows that the way to business SUC-CESS is by way of Salesmanship. Whether you have ever "sold any-thing" in the usual sense or not you have now the opportunity to sell us your claims to a future for yourself. Call Monday or Tuesday at 1 or 3 o'clock. Ask for Mr. Peterson, Suite 1721, Hudson Terminal Building, 59 Church Street.

BALESMEN. An investment banking house of standing is decirous of communication with experienced and inexperienced salesmen of bonds and high grade preferred issues; men who have never sold and men engaged in mercantile or other lines who have a desire to enter this highly remunerative field. We have recently underwritten a large bond issue, which possesses great attractions for the investor. We are enabled to give salesmen unusual cooperation and the support of banks and bankers.

Remuneration is on a liberal commission basis and a bonus system, which enables a salesman to share in the profits of the firm. This is a real opportunity for real men. If you are inexperienced we will train you in our line. Write for appointment. M 2242 Heraid, Heraid sq.

SALESMEN FOR ROAD POSITIONS.

The largest manufacturers of a nationally advertised product have several desirable openings for energetic, reliable salemen in road positions; the men we want are of the clean cut, aggressive type, between 25-35 years old; men qualified to ably represent high class house offering unusual opportunities for substantial earnings; experience in selling corests and brassieres to the retail dry goods trade helpful but not essential; salary, bonus and expense basis. Reply, stating age, experience, when services are available and salary required. Address "Salesmen," box 809 Herald, 280 Broadway.

SALESMEN TO SELL

COAL-COAL-COAL. Do you realize that the entire Atlantic coast is facing an alarming coal shortage? We have coal to sell and guarantee delivery at competitive prices; we want a few capable men to sell on liberal commission basis, part or whole time; exclusive territory given to producers. Apply room 707, 25 Broadway.

SALESMEN.

ABRAHAM & STRAUS, INC., FULTON ST., BROOKLYN, require experienced Vic-trola salesmen.

Apply at Employment Office.

SALESMAN wanted by manufacturer of nationally known food product, an unusually high class type of experienced specialty food salesman to work better class retail grocery and drug trade through Jobbers and selling jobbers also; territory, Bronx, Westchester and several nearby counties in New Jersey; headquarters absolutely in territory; may also have territory open covering Northwest territory—headquarters Denver: successful salesman with clean record covering a period of years only head apply, stating fully age, nationality, references, income expected and outline previous experience. Address Box X. S. P 680 Herald, 280 B'way.

CHRISTIANS. SELL PULLEY COVERING TO FACTORY SUPERINTENDENTS; \$75-\$109 WEERLY IF COMPETENT. HAWES MFG. CO., 518 E, 30 CHURCH ST. SALESMAN-WE HAVE AN OPENING FOR CANVASSING SALESMAN ON A SALARY AND COMMISSION; QUICK ADVANCEMENT FOR THE ONE WHO QUALIFIES; EXPERIENCE NOT NECESSARY, BUT MUST BE ALIVE AND AMBITIOUS, LAUTER PIANO CO., 149 NEWARK AV., JERSEY CITY.

SALESMEN.

A few GO-GETTERS accustomed to earning big money; we have the livest proposition ever presented; NATIONWIDE PUBLICITY in magazines and newspapers, THIS IS YOUR OPPORTUNITY. Y 2040 Herald, 280 Broadway.

HELP WANTED-Male.

SALESMEN. AIR TRANSPORTATION YOUR OPPORTUNITY.

WE ARE THE LARGEST EXCLUSIVE MANUFACTURERS OF LIGHTER-THAN-AIR CRAFT IN AMERICA, AND HAVE A PLANT IN SUCCESSFUL OPERATION IN NEW HAVEN, CONN.

WE ARE EXPANDING OUR BUSINESS TO BUILD AND OPERATE THE NEW YORK-CHICAGO AIRLINE.

CONNECT WITH THE ONE NEW BIG BUSINESS IN THE WORLD TO-DAY. YES WE FURNISH LEADS. CALL MONDAY AT 1:80 P. M. 11th Floor, 251-255 FOURTH AV., COR. 20TH ST.

SALESMAN.

EXPERIENCED ONLY, HANDLE NEW ARTICLE THROUGH THE TRADE: LIB-ERAL OOMMISSION; OPPORTUNITY, ADDRESS P 676 HERALD, SECURITY SALESMAN.

Men who can appreciate a real money maker will be given an exceptional oppor-tunity with a rapidly growing corporation. Sterling leads will make possible large earn-ings. Suite 715, 165 Broadway. Cortlands SECRETARY - STENOGRAPHER - Exper enced high school graduate; good personal-ity and address essential; Christian firm salary according to ability. Room 805, 1482 Broadway. SHIPPING CLERK, coal yard; experience only need apply. Q 1438 Herald, Harlem.

SHOE SALESMAN.

Smart shoe shop, catering to refined woma clientele, required services of salesman o ability, good address and personality. Excellent working conditions. Good proposition to right man. Apply Livingston, 2293 Broadway, 83d st. SHOE SALESMAN, accustomed to selling high class shoes; state experience. Box F 2140 Herald, Herald sq.

SILVER ENGRAVER, EXPERIENCED.

ABRAHAM & STRAUS, INC. FULTON ST., BROOKLYN,

Apply at the Employment Office,

SOLICTIONS—Fifty (50) high class men wanted at once for work in this city; real opportunity for men of character, intelligence and industry; a very unusual proposition that will appeal to the best men in the soliciting field. Communicate name, address age, soliciting experience and references, Box P 699 Herald. Box P 696 Herald.

SPECIAL representative wanted for a 21 year old organization having 11,000 members to interview prospective new members to whom special letters of introduction will be given. Suite 631, 250 Broadway.

SPICE MILLER wanted; experienced; must understand care of machinery; first class reference. Apply in person or letter, 528 Canal st.

STENOGRAPHERS, experienced, rapid and accurate, assist in cierical work. Call

Western Electric Co., Inc., Installation Branch, 151 5th Av., New York. STENOGRAPHER AND FILE CLERK, YOUNG MAN, AMERICAN, WITH SOME NOWLEDGE OF SILK MILL TERMS. STATE AGE, SALARY DESIRED AND EX-PERIENCE TO BOX M. L., 1111, ST. PAUL BUILDING.

BUILDING.
STENOGRAPHER, bright young man who knows or desires to learn real estate business with Christian firm; \$25 to start. Terminal Realty, 41 E, 42d st.
STENOGRAPHER, genoral office helper; \$25 weekly; opportunity. Agency, 170 Bway. Robm 1019.

We have wonderful electric refrigerator for homes; we are raising needed capital by selling shares; need young stock salesmen to sell prospects.

Broadway.

YoUNG man, clerical opening with reputable financial or mercantile firm for with awake, highest type American, with or with prospects.

Broadway.

YoUNG man, clerical opening with reputable financial or mercantile firm for with awake, highest type American, with or with prospects.

Broadway.

P 686 Herald. STOCK CLERK, YOUNG MAN, ABOUT 25, WHOLESALE BLANK BOOK BUSINESS, FAMILLS, WITH BLANK BOOKS AND STATIONERY TRADE DESTRABLE; GOOD AND STEADY POSITION FOR RIGHT MAN; REFERENCES REQUIRED, ADDRESS, OWN HANDWRITING, H. C. D., P. O. BOX 310, CITY HALL STATION, N. Y.

STRUCTURAL ENGINEERS

Wanted, several structural ngineers with experience engineers with experience factory building design, for architect's office Detroit; tree Y 2033 Herald, 280 Broadway. state full experience and salary. V 2048 Herald, 280 B'way. SUPERINTENDENT of construction, experienced in first class large buildings. F. G. Fearon Co., 280 Madison av.

TEACHER, man or woman, instruct 13-year-old boy, French, 11:30 to 1:30; write qualifications- and terms. O 548 Herald, 280 Broadway. TECHNICAL MEN. Men of mechanical or electrical engineering education, possessing tact, personality and fitness, may find every opportunity and incentive for advancement through PRODUCTION METHODS, ESTIMATING, SCHEDULING SPECIFICATIONS and the VALUATION WORK in our PLANNING DEPARTMENT.

Western Electric Co., Inc., Installation Branch, 151 5th Av., New York.

TELEPHONE SALESMEN WANTEI FIVE MEN TO SELL HIGH CLASS SI CURITIES; EXPERIENCE NOT ESSES TIAL: SALARY AND COMMISSION. JOH P. BATES & CO., 41 BROAD ST.

THERE IS A MAN AROUND THE COR-NER WITH AN OPPORTUNITY FOR YOU

BUT YOU MUST BE A HIGH TENSION SECURITY SALESMAN—WILLING TO BE JUDGED FROM ACTUAL RESULTS IN SELLING HIGH CLASS INDUSTRIAL ISSUES, IF YOU CAN SHOW US WE HAVE THE OPPORTUNITY YOU HAVE BEEN LOOKING FOR. INTERVIEWS BY APPOINTMENT ONLY. ADDRESS M 2241 HERALD, HERALD SQUARE.

HELP WANTED-Male.

THE NEW YORK, NEW HA-VEN & HARTFORD RAIL-ROAD COMPANY,

MEN WANTED.

Regular positions for com-petent men whose work is satisfactory as:

Machinista—56c, to 75c, per hour.
Bollermakers—57c, to 75c, per hour.
Bollermakers—57c, to 75c, per hour.
Blacksmiths—66c, to 75c, per hour.
Armature Winders—55c, to 75c, per hour.
Car Inspectors & Repairmen—56c, per hour.
Helpers—First year, 45 cents per hour.

Apply 9 A. M. to 5 P. M. to Superin-endent's office at 182d st. and Willis av., Bronz, N. Y.

F. M. Clark, Superintendent, New York, New Haven and Hartford R. R. Co. UPHOLSTERY SALESPAN 198W

Salesman with following among retail upholstery buyers wanted by New York manufactory making strong line oretonnes, repp. &c.; good proposition, but only interested in experienced party who is now a producer in this line; drawing account; strictly confidential. V 585, Herald, 280 Broadway.

UPHOLSTERERS—Good wages for good workmen, understanding factory work. R. V. C. Furnityre Corporation, 12th av. and 55th et.

WANTED—Ten first class retail the salesmen to sell retail and commercial accounts on a strictly high grade three must be experienced time salesment good position on commission basis for the right men. Apply 2 W. Sist st. WASHERS Exprienced in wet wash laundry. Call all day Sunday, Swan Wat Wash Laundry, 178 Fairmount av., Jersey City.

EXPERIENCED. Apply at the Employment Office, ABRAHAM & STRAUS, INC.

FULTON ST., BROOKLYN.

WATCHMAKER,

WE want three competent calcamen who can sell a specialty to the retail trade in New York and vicinity; permanent position; lib-eral commission. Apply 6th floor, 129 La-fayette st., New York, 10 A M to 4 P. M.

YOUNG MEN,

between the ages of 18 and 25, and unmarried, are offered an opportunity to take up a work that offers steady employment. Central Office Telephone Installation is light, clean, interesting work and should appeal to ambi-tious young men whether pre-vious experience has been clerical or mechanical.

Our work requires men who are capable of development and who seek permanence. Call Western Electric Co., Inc., Installation Training School, 135 West 17th st., New York.

YOUNG man wanted, night work in syndicate department of large newspaper; good opportunity for advancement. In making application for position give full details, including salary expected. P 601 Herald, 280 Broadway.

51 E, 42d st.
YOUNG man wanted by active real estate concern, midtown district: experienced in management of business property: splendid opportunity. State salary expected and qualifications. Adams & Co., 170 5th av.
YOUNG MAN in real estate office; must have some experience and understand type-writing; state age. Address K, Room 32, 55 Broadway. YOUNG MAN for general work in uph tery factory, not afraid of work. R. C. Furniture Corporation, 12th av.

YOUNG man for office work who is type-writer. Apply Montrose Gallery, 550 5th av., Monday, between 10 and 12 A. M.

Employment Agency-Commercial. BROADWAY EXCHANGE AGENOT. 1482 BROADWAY, ROOM 810. MILDRED D. MACFARLANE, PROP. JESSIE POWELL ARNOLD, MGR. 50 OFFICE BOYS.

LANG & BOECHERER CO.,
43 WEST 33D ST. ESTABLISHED 1806.
Cooks, chambermaids, waitresses, kitchemaids, laundresses, governesses, nurses, bouseworkers, butlers and couples. wanted immediately for the best positions in city and country; best wages. LAZARE AGENCY. 143 EAST 72D ST.

MADISON EMPLOYMENT AGENCY wants good cook, gentleman, alone; other help kept; \$75. 707 Madison av.

Instruction.

Employment Agency-Domestic.

REAL JOBS OPEN in Auto and Tractor Business paying from \$150 to \$500 a month; no layoffe or strikes; railroad fare paid, board
and complete set of tools FREE with regular course at lowest tuition ever offered;
qualify in 8 weeks; write for big catalog and
special offer before it is too late.

RAHE AUTO AND TRACTOR SCHOOL.

Dept. 35, 4445 Grand Blvd., Chicago, Ill.

MEN WANTED TO BECOME DRAFTSMEN. Salary \$250-\$500 monthly when competent; Chief Draftsman will train you at your home, also furnish FREE all tools; training given until in position at above salary. Address Chief Draftsman Dobe, 4001 Broadway, Div. 227, Chicago.

STENOGRAPHY—Want to be a mere \$18-25 week stenographer with 100 words-minute given at theoretical schools 7 Our lighting phrases, professional experts quality for 200 word-minute \$00-5100 week secretarial, law, court reporting; we put you in touch with these positions—show you have to get them. Luck Institute, 220 West 424. ART STUDENTS learn cartooning, commercial art, fashlon art, newspaper and magazine illustrating by mail or local classes. Write or call for information, Associated Art Studios, 2112 Flatiron Building.

DETECTIVES—Needed everywhere, good pay, interesting work; send for PREE information covering our system of educational advancement. International Detective Exchange, Baltimore Bidg., Chicago, III.

TRAFFIC ASSOCIATION wants to interview faw men who wish to train for position differences and foreign shipping; if you are willing to devote your spare in the acquiring thorough knowledge of the \$3,000 to dealer to center profession paying \$3,000 to dealer to center to center profession paying \$3,000 to dealer to center profession paying \$4,000 to dealer to center profession paying \$4,000 to dealer to center profession pay